



CENTRAL BANK OF INDIA



Request for Expression of Interest (EOI)

Reference Number: 246

for

“Branch connectivity solution”

Cost of the Tender: Rs 5,000/- (Rupees Five Thousand Only)

1. INTRODUCTION

Central Bank of India (Bank) is a leading public sector bank having more than 4700 branches / offices. Central Bank of India (CBI) Wide Area Network is based on 2-Tier architecture covering Data Centre (DC) / Disaster Recovery Center (DR) and Branches/Offices connected through BSNL MPLS-VPN. All the branches/offices are connected to

CBI office at DC, Navi Mumbai and CBI office at DR, Hyderabad. All the branches have bandwidth of either of 64/128/512 kbps 1/2Mbps MPLS lines from BSNL and 2 Mbps RF. At DC and at DRC, we have 155 Mbps MPLS link from M/s BSNL & M/s Railtel to connect the branches. For backup we have VSATs (1:8,1:16) or BSNL LL.

Expression of Interest (EOI) for Enterprise-Branch connectivity is invited along with the supporting documents from the eligible bidders who meet the terms and conditions given here below in the Tender Document.

Tender Reference	CO: DIT: PUR: 2017-18:246
Date of Commencement	31-07-2017
Raising of queries	07-08-2017
Date of pre-bid meeting	08-08-2017
Last Date & Time of submission	28-08-2017
Address for Communication	Central Bank of India, 1 st Floor , DIT, Plot no. 26, Sector 11, CBD Belapur, Navi Mumbai- 400614
Email Address	smitpurchase@centralbank.co.in , smcbsnoc@centralbank.co.in
Contact Telephone/Fax Number	Phone 022 – 67123671, 67123684
Bids Submission	Central Bank of India, 1 st Floor , DIT, Plot no. 26, Sector 11, CBD Belapur, Navi Mumbai- 400614
Cost of Tender Document by way of D.D	Rs.5,000/- (Non Refundable)

The copy of this document may be down loaded from our website www.centralbankofindia.co.in.

- **Modification in Request for EOI Document:** Before the date of submission of document of EOI, Bank may modify any part of this document. Such changes if any may be in the form of an addendum/corrigendum and will be uploaded in the Banks website www.centralbankofindia.co.in. All such changes will automatically become part of this Request for EOI and binding on all applicants.
- **Extension of date of submission of EOI:** Request for extension of date for submission of EOI will not be entertained. However Bank at its discretion may extend the deadline in order to allow prospective applicants a reasonable time to take the amendment/changes.
- **Cost effectiveness of the solution:** The solution must be cost effective and must be able to provide the highest quality at the least bandwidth utilization.

- **Scalability of the solution:** The solution must be able to scale as per the growth. The trend analysis of the usage should be taken into account.
- **Raising of queries /clarification on Request for EOI Document :** The bidders requiring any clarification on this document should submit their queries on or before 07-08-2017 to smitpurchase@centralbank.co.in, smcbsnoc@centralbank.co.in.
- **Tender document must be procured by paying Tender Document Cost on/before attending the Pre-bid Meeting.** DD for procurement of Tender Cost shall be drawn in favor of Central Bank of India Tender No. 246. Tender Document may be downloaded from the Bank's official website and the cost of the Tender Document may be paid while attending the pre-bid meeting or while submitting the bids in case bidder is not attending the pre-bid meeting. Bidders who submit the DD for tender will be allowed to participate in the pre-bid meeting and their queries will be replied.
- **List of abbreviations used in this EOI**

BANK	CENTRAL BANK OF INDIA
EOI	EXPRESSION OF INTEREST
PRIMARY SITE	CENTRAL BANK OF INDIA MUMBAI
SECONDARY SITE	CENTRAL BANK OF INDIA HYDERABAD
DD	Demand Draft
RFP	Request for Proposal

ASSISTANT GENERAL MANAGER – IT

2. SCOPE OF WORK

The objective is to provide 1 mbps and above connectivity Wired/ RF/ VSAT (Ku / Extended -C band with minimum committed bandwidth of 512 kbps and above at any point of time) / 3G (with minimum committed bandwidth of 512 kbps and above at any point of time)/4G (with minimum committed bandwidth of 512 kbps and above at any point of time) etc to 3000+ locations. Bidders proposing Ku band for VSAT must give solution for combatting rain effects.

Existing system

At present we have the below setup

PRIMARY CONNECTIVITY	
Type	Number
VSAT (1:2, 1:1)	282
LL (64 kbps)	2161
LL (128 to 512 kbps)	131
LL (1 Mbps and above)	152
2 Mbps RF	2072
	4798

SECONDARY CONNECTIVITY	
Type	Number
NO BACKUP	1371
VSAT (1:2, 1:8,1:16)	1495
LL (64 kbps)	1626
LL (128 to 512 kbps)	166
LL (1 Mbps and above)	140
	4798

3. EXPRESSION OF INTEREST

Bank invites reputed bidders to submit their "Expression of Interest" for the scope of work indicated in Para (2.0). The scope mentioned in Para 2.0 above covers only the general aspects of the network connectivity. The requirements in detail will be provided to the short listed bidders through a final RFP.

The submission of the EOI shall include all such documents that are specified herein to prove the authenticity of their submission and any claim made therein. The burden of proving such claims shall lie with the bidder.

All costs & expenses associated with submission of EOI shall be borne by the bidder while submitting the EOI and Bank shall have no liability in any manner in this regard or if it decides to terminate the process of short listing of bidders for any reason whatsoever.

4. ELIGIBILITY CRITERIA

In order to ensure that the Bank gets the best amongst the Network service providers and the successful bidder has a proven track record in the required area of expertise, a list of

eligibility criteria for the prospective bidders have been drawn. Only those bidders who fulfill all the eligibility criteria shall be short-listed and allowed to participate in the RFP/Tendering process.

Shortlisted parties will be invited for the presentation/proof of solution & demo of the solution proposed and further participation in the RFP process. However, Bank reserves the right to float a fresh /open RFP for selection of bidders, not restricted to the entities shortlisted through the EOI process. Bank will have an absolute right to short-list the respondents who have participated in the EOI.

Bank now invites eligible Bidders to indicate their interest in providing the Services. Interested bidders must provide information indicating that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). The Bidders shall indicate the details and nature of their company in the EOI.

	Financial Eligibility criteria	
1	1 The bidder must be an Indian firm/ company /organization registered under Companies Act.	Copy of the Certificate of Incorporation issued by Registrar of Companies and full address of the registered office.
2	The bidder should have minimum annual turnover of Rs. 40 Crores in each of the last three financial years. (Audited balance sheet and profit and loss accounts for the last three years (2014-15,2015-16 and 2016-17) to be furnished by the bidder). This condition is not applicable for PSU organisations.	Financial statement for (2014-15,2015-16 and 2016-17)
3	The Bidder must have positive net worth during last three consecutive financial years as per audited balance sheets and P& L accounts. i.e. 2014-15,2015-16 and 2016-17.	Financial statement for (2014-15,2015-16 and 2016-17)
4	The bidder also has to attach an undertaking that no Government / undertaking organizations have blacklisted the bidder for any reason	Undertaking by Bidder.
5	Bidder should not have been declared as NPA/bankruptcy by any of the financial institution in India.	An undertaking to this effect must be submitted in letter head.
6	The bidder should have their own support centre in India for providing 24 x 7 telephonic technical support and assistance services for immediate response and faster call resolution. Bidder has to provide details of the same with bid submission.	Documentary evidence of support centre and resolution mechanism to be submitted.
7	The bidder should have permanent office in mumbai	Self-declaration on the letter head along with address

Technical Eligibility criteria for Wired and wireless solution provider

8	The bidder should be a Telecom Service Provider and should have a valid Indian Government License to provide National Long Distance services in India.	Copies of the license to be provided along with self-attestation by the authorized signatory with company seal.
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		Bidder also has to produce the list of states where its presence is available.
9	The bidder should have its NLD backbone over owned fiber cable and should have more than 50K route kilometre fiber laid in India. The core should be on DWDM technology. All the PoPs / NOCs should be connected on OFC and fully owned by the service provider.	Declaration on the letter head from bidder by the authorized signatory with company seal. Bidder also has to produce the list of states where its presence is available.
10	The bidder must possess valid certifications such as ISO9001:2008 or ISO27001:BS7799 or ISO200001:2011 and TL 9000.	Copies of the certificate to be provided along with self-attestation by the authorized signatory with company seal.
11	The Bidder should have commissioned and operated at least 1000 Wireless links to reputed financial institutions/ Central Govt Organizations within India out of which minimum 500 links should be commissioned to one single Financial Institution/Central Govt Organization.	Client references and contact details (email/landline/mobile) of customers for whom the Bidder has executed similar projects (Start and End Date of the Project to be mentioned) in the past three years, and which will be running as on the date of submission of the bid. Purchase orders and confirmation from at least three existing customer(s) is to be provided.
12	Bidder should have experience of minimum 3 years in providing MPLS VPN connectivity in India.	Declaration by the bidder that they have the required experience.
13	Bidder must be able to provide Dual PoP solution for Hub locations (Data Center/Disaster Recovery Center) of Central Bank of India. The POP should fulfill the following minimum conditions: • Equipment redundancy at the POP end to ensure service continues even in case of a failure of one equipment. Core aggregate router of the POP should have dual plane architecture with dual power supply • Power to the POP equipment should be from stabilized sources • Management of POP from where the last mile to Customer will be provided should be fully under the control of the bidder. Bidder should have presence of Dual PoPs at least in 4 metro cities. Details of Dual PoPs to be provided.	Self-declaration on the letter head.

Technical Eligibility criteria for VSAT solution provider

1	The bidder should have their own operation HUB with Wireless Planning Commission (WPC) clearance or any other valid license.	Bidder to submit documentary proof supporting the same.
2	The bidder must have a valid license to operate VSAT network in India.	Bidder to submit documentary proof supporting the same.

3	The bidder should have its own HUB network Management System (NMS) to check the uptime monitoring and maintenance of the VSAT network. Provide toll free number for fault registering in India.	Bidder to submit documentary proof illustrating the NMS being and bidder to provide minimum two toll free number.
4	The bidder should be Original Equipment Manufacturer (OEM) or their authorized dealer/ distributor in India.	Letter from OEM supporting the above.
5	The OEMs VSAT equipment offered as a solution to this RFP must have a minimum installation base of 500 VSATs each in 2 financial /Government organization/Insurance company in India or outside India.	Bidder to submit letter(s) from concerned organization(s).
6	Bidder should have installed minimum 5000 VSATs on their own HUB in India.	Bidder should enclose the WPC report duly acknowledge by WPC official with seal, signature, date and a letter from OEM.
7	The vendor shall have sufficient subscribed transponder space.	Bidder should provide supporting documents.

Bidders providing Wired/wireless and VSAT solution also must meet all the above criteria.

5. SUBMISSION OF "EOI"

Interested bidders may submit their EOI which should contain information as given in Annexure-I.

Copies of the following documents are required to be submitted along with the EOI

- (i) Copy of registration certificate.
- (ii) Certifications like ISO certification of the bidder if any.
- (iii) MOU/Partnership/Licensing agreement with the companies owning technology for the solution.
- (iv) Audited Financial Reports for last 3 years.
- (v) List of major projects implemented in the past 3 years with full particulars of clients, the bidder should furnish the performance certificate from 3 largest clients when called for presentation.
- (vi) Any other relevant information considered necessary for successful implementation of the proposed scope of work.
- (vii) Solution document.

Interested parties should submit the EOIs at Central Bank of India, 1st Floor , DIT, Plot no. 26, Sector 11, CBD Belapur, Navi Mumbai- 400614. In case the designated day is declared to be a public holiday, the same may be extended to next working day. The sealed cover should be super scribed as – "Expression Of Interest – Ref: CO:DIT:PUR:2017-18:246".

6. SELECTION PROCESS

A two-stage, two-bid process (EOI, RFP/Tendering) will be adopted in the selection of the final successful bidder.

Stage-I: (Pre-qualification) Inviting EOI through the Tendering process and short-listing bidders who meet the eligibility requirements listed in Para (4.0) above. Only the short-listed bidders meeting the eligibility conditions/qualifying criteria will be allowed to participate in Stage-II.

Stage-II: Short-listed bidders will be invited for making their presentations on a suitable date where they can inform about their company, operations, their products/solutions and their proposed connectivity solution along with security features. Bidders will be short listed on the basis of their connectivity solution. In due course, a final RFP will be prepared by the Technical Committee and issued to the short listed bidders.

The bidder shall bear all costs associated with submission of EOI, presentation/POC desired by the Bank. Bank will not be responsible or liable for any cost thereof, regardless of the conduct or outcome of the process.

Bank reserves the right to short list bidders based on the requirement of the Bank and consider them for the next stage of evaluation. The decision of the Bank in this regard shall be final.

Bank further reserves the right to issue Request for Proposal (RFP) to bidders it deems eligible and qualified based on the responses received and the requirements of the Bank.

The right to suspend the short-listing process or part of the process, to accept or reject any or all EOIs at any stage of the process and/or to modify the process or any part thereof at any time without assigning any reason therefore is reserved by Bank without any obligation or liability whatsoever.

Please Note: This is not a Request for Proposal (RFP) and commercials are not required to be submitted with "Expression Of Interest".

Bank reserves the right to qualify or disqualify any or all EOI responses without assigning any reasons whatsoever.

Annexure-1

1. Company Name
2. Date of incorporation
3. Corporate Office Address
4. a) Mumbai Office Address,
b) Contact person,
c) Phone number,
d) email address
e) Fax number.
5. Support / Service Center locations and addresses all over India.
6. Number of years of experience in providing network connectivity solution.
7. Details of 2 major projects implemented in India with full contact details of client.
8. Details of Technology that bidder is proposing.
9. Infrastructure to be arranged by bank.
10. Detailed process flow information of the solution.
11. Broad features of the solution in comparison to the Para 2 of the EOI document.
Point wise details of how solution meets the requirements to be given.